

## Certified Trade Finance Program

The FIT Initiative has been established to provide beneficiary countries with :

- **Structured Training in best practice in International Trade Finance**
- **Access to International Network of Trade Finance Professionals**
- **ICC Certification (Mentor or Upskill 600)**
- **Certification from Institute of Export UK**
- **An ongoing infrastructure for professional development, networking and global trade facilitation.**

These objectives have lead to the launch in Pakistan of the IFC 'FIT' Initiative!

## Course Composition

**The Finance of International Trade (FIT)** is comprised of the following Learning Units:

- *Methods of Payment*
- *Bills of Exchange*
- *Documentary Collections*
- *Documentary Credits*
- *Import Documentary Credits*
- *Bonds & Guarantees*
- *Forfaiting*
- *Factoring*
- *Invoice Discounting*
- *Structured Trade Finance*
- *Export Credit Agencies*
- *Complex Transactions*
- *Warehouse Financing*
- *IFC Global Trade Facilitation Program*
- *UCP 600 (Mentor or Upskill 600)*

- You will receive over 50 hours of interactive content on Multimedia CD ROM as well as live online lectures with global trade finance experts.
- You will gain exclusive **lifetime** access to the '**IFC-eBSI Global Trade Finance Campus**'.
- The innovative double certification in Core Trade Finance Skills by way of the ICC issued certificate and Finance of International Trade from the Institute of Export positions you to propel your career in International Trade and Finance!

## What do our Graduates say?



**Md. Bakhteyar Hossain**, Mutual Trust Bank Ltd. Dhaka, Bangladesh  
FIT Graduate 2007

*When I first enrolled for this programme I was seeking a formal recognition of my Trade Finance skills. The FIT Initiative has exceeded my expectations. The **online methodology** meant I could study when it was convenient. What I did not expect was the pleasant bonus of being able to network with professionals from so many countries around the world! That is a great benefit! Thank you IFC for this engaging course..*

*It gives me a great pleasure in getting successful completion of my FIT program. And to this, once again I am extremely indebted to the entire team of eBSI for their constant support / guidance / help to make this possible for me. I would also like to extend my special gratitude to Mr. Vincent O'Brien for giving me this opportunity to be an FIT through your esteemed institution. His encouragement guidance only allowed me to achieve this milestone. Thank you, Sir. Once again I am extremely thankful for your all support and help.*



**Sohail Hussain**, VP / Trade Ops Head, Dubai Islamic Bank - Pakistan  
FIT Graduate 2007

*Its been a real pleasure studying under your support. I must acknowledge one thing, which I have experienced while I studied. You have been tremendous support. I am sure even FIT program ends up here, we will remain part of EBSI network and team for ever. Thank you for every support and cooperation you provided to us during this program..*



**Burhan Akhlaq**, General Manager, Shakoor & Co, Karachi, Pakistan  
FIT Graduate 2007

*I have completed the course with total interest and with learning efforts, and thankful to all of you for your kind support and guidance and I must admit that this was a very useful course which provided me opportunity to learn more and more and to get very clear concepts of many trade terminologies which were really new for me and of course despite being a Trade practitioner, I was not familiar with all those techniques and terms prior to this course.*



**Aziz Balouch**, Arif Habib Bank. Karachi, Pakistan  
FIT Graduate 2007

*I would like to thank all those working with eBSI for their assistance in bringing my studies to a successful conclusion! Its great I will be able to continue in contact with you all through the Online Campus... I am sure you won't mind the occasional technical question if I need also!*



*This course has been a real pleasure to do and I will refer to the CD ROMs regularly for my work. Thanks!*  
**Tauqeer Akhtar**, Software Developer, Lahore, Pakistan  
FIT Graduate 2007

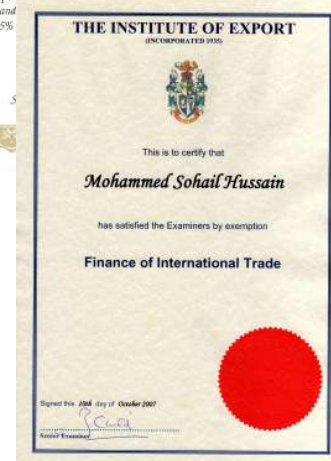
## Trade Finance Training & Certification



**International  
Finance Corporation**  
World Bank Group

## IFC 'FIT' INITIATIVE

### Finance of International Trade



## Coordinating Partners in Vietnam



## International Finance Corporation



### The Global Trade Finance Program

of the **IFC** has been in existence for approximately 3 years and in this short period has facilitated trade with developing countries to the value of over **\$1 billion**. Through the GTFP bank network, local financial institutions can establish working partnerships with a vast number of major international banks in the Program that can broaden access to finance and reduce cash collateral requirements.

The GTFP has developed a network of international trade banks and is gaining momentum with an expansive network of Issuing Banks in more than 20 countries and a global web of confirming banks in over 60 countries participating in the program. Full information on the GTFP can be found at <http://www.ifc.org/gtfp>

## Electronic Business School International



The **eBSI** is a leading International Trade and Finance Training organisation specialising in the delivery of eLearning programs in these important areas.

eBSI has partnered with IFC to deliver the FIT Program in IFC's Priority Countries with IFC support and through its own **Emerging Markets Grant Scheme (EMGS)**.

### FIT Initiative Structure

- FIT participants undertake the study of the Finance of International trade over a period of **2 months** leading to a **Certificate in Finance of International Trade** from **The Institute of Export UK**.
- FIT participants are provided with interactive **multimedia CD-Roms** with over 50 hours of interactive training

- FIT participants take part in high-level and engaging **online sessions**, where the eBSI Learning Guides present on specific trade Finance topics.



- During the program, participants will undergo a number of **continuous assessments** from their tutors in the form of Open exercises which must be completed by the student and returned to the assigned tutor for correction and feedback.

- FIT Participants will also undertake online training in **UCP 600 (Mentor or Upskill 600)**.



- Successful participants will achieve formal certification from **ICC Paris**.
- FIT participants gain exclusive membership to the **'IFC-eBSI Global Trade Finance Campus'** for scheduled online lectures, mentored discussions, and Global Trade Finance network building activities.



## Contact Us

You can contact us for further information or complete the form on the opposite page.

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Website: <http://ifcfitinitiative.net>

## Cost of Program

The standard cost of the 'FIT' Initiative is **EUR 995**. With IFC Support and through the Emerging Markets Grant Scheme (EMGS), qualifying participants will only pay **EUR 390**. *Fee includes course materials, Certificate in Finance of International Trade from Institute of Export UK, ICC UCP600 certification (Mentor/Upskill 600), online lectures, assessments, and exclusive access to the IFC-eBSI Global Trade Finance Campus.*

Please send me application form for the IFC FIT Initiative Training Program under the Emerging Markets Grant Scheme:

Fields marked \* are required.

**I confirm that I am a Vietnamese National** (Please tick above to apply for Emerging Markets Grant Support.)

Name\*: \_\_\_\_\_

Address\*: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Telephone: \_\_\_\_\_

Mobile: \_\_\_\_\_

Email\*: \_\_\_\_\_

Please send me \_\_\_\_ extra application forms

Please invoice my company/bank

**Company Name:** \_\_\_\_\_

## Coordinator in Vietnam

You can also contact our local coordinating partner in Vietnam for further information or to enrol.



**Hoang Nghiep Training Consulting Company**  
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